

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

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E.O. 11652: N/A

TAGS: OTRA, PL

SUBJECT: VISIT TO WARSAW BY DAS/EWT DOWNEY
FOR AMBASSADOR AND DAS/EWT DOWNEY

REF: WARSAW 1768

1. IN RESPONSE TO AMBASSADOR'S COMMENTS PARA THREE REFTEL, BEWT/TDAD HAS REVIEWED CURRENT STATUS OF NEGOTIATIONS WITH SWINDELL-DRESSLER PRESIDENT STINGEL AND PROJECT MANAGER RAY MEYER. MODERATELY OPTIMISTIC, THE COMPANY OFFICIALS HAVE OUTLINED SEVERAL ARGUMENTS SUPPORTING THEIR PROPOSAL FOR THE STALOWA WOLA FORGE AND FOUNDRY PROJECT. AMBASSADOR AND DAS DOWNEY MAY WISH TO DRAW ON FOLLOWING DURING APPROPRIATE MEETINGS WITH GOP OFFICIALS. STINGEL HAS ALSO INFORMED US THAT PROJECT MANAGER STEVEN DAKE WILL ARRIVE WARSAW APRIL 15 AND PLANS CONTACT DOWNEY THROUGH EMBASSY TO REVIEW ANY FURTHER DEVELOPMENTS.

2. A-SWINDELL-DRESSLER'S EXPERIENCE AND WELL RECOGNIZED GOOD PERFORMANCE ON THE KOLUSZKI PROJECT IN CONNECTION WITH STANDARDS AND METHODS OF DOING BUSINESS WILL MINIMIZE
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THE OVERALL COMPLETION TIME FOR THE PROJECT.

B-IF BOTH OF THESE PROJECTS ARE LET SIMULTANEOUSLY TO SWINDELL-DRESSLER, CONSIDERABLE SAVINGS COULD BE OBTAINED.

C-TECHNICALLY IT APPEARS THAT THE FOUNDRY PROPOSAL MEETS GOP DEMANDS, AND FOLLOWING A RECENT VISIT BY POLISH SPECIALISTS TO CORPORATE HEADQUARTERS IN PITTSBURGH, SWINDELL-DRESSLER'S LAST PROPOSAL FOR THE FORGE PLANT IS ALSO ACCEPTABLE.

D-SWINDELL-DRESSLER IS COMPLYING WITH THE REQUEST OF THE POLISH CLIENT FOR A FURTHER PRICE BREAKDOWN ON THE FORGE PLANT.

E-CLOSE ASSOCIATION WITH AMERICAN FIRMS SUCH AS INTERNATIONAL HARVESTER CAN BE OBTAINED IN CONNECTION WITH TRAINING AND ATTAINING PLANT PERFECTION. IN ADDITION, SWINDELL-DRESSLER IS WORKING CLOSELY WITH RCA REGARDING THE POSSIBILITY OF BECOMING THEIR SUBCONTRACTOR ON A COLOR TV PICTURE TUBE PLANT.

F-RECENTLY SWINDELL-DRESSLER HAD TO NOTIFY ITS POLISH CLIENT THAT THE COMPANY HAD MADE AN HONEST ERROR IN ESTIMATING THE FORGE PROJECT. THIS HAS NOW RESULTED IN A TOTAL PACKAGE PRICE FOR THE FORGE AND FOUNDRY OF 269,426, 170 DOLLARS , COMPARED WITH EARLIER 240 MILLION DOLLAR ESTIMATE.

G-THE COMPANY IS BIDDING THE TWO PROJECTS ON WHAT IS TERMED A MODIFIED TURNKEY BASIS. THIS MEANS THAT EVERYTHING IS THE SAME AS ON THE KOLUSZKI PROJECT EXCEPT THAT LABOR FOR THE ACTUAL CONSTRUCTION OF THE PLANTS IS NOT SUPPLIED. KISSINGER

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